

Microsoft and IBM Offer Lighthouse Customers More Hybrid Cloud Options and Faster Deployments

It's official! And everyone at Lighthouse is pumped to talk about what this paradigm-changing partnership will bring to our customers. The newly expanded IBM-Microsoft Hybrid Cloud Universe now offers more options to innovate, customize and configure your IT resources for competitive advantage and, yes, business transformation. Think about it; you can now implement their respective enterprise software on Microsoft Azure and IBM Cloud, gaining capabilities like:

- Key IBM middleware like WebSphere, Liberty, MQ, and DB2 available on Microsoft Azure with pay-per-use pricing.
- Microsoft Windows Server and SQL Server now available on IBM Cloud (via SPLA).
- Expanded support for IBM software running on Windows Server Hyper-V.
- Coming soon; a Microsoft .NET runtime for IBM's BlueMix cloud development platform.

In my opinion, the high level implications are:

Lighthouse Resources – Our in-house skills and experience in Storage, Infrastructure and Development continue to be what separates us from the pack. We're already in most accounts across New England and our customers trust us to deliver world-class on-premise IT solutions and services -- and now the Cloud on IBM or Azure .

BYOL – bring your own software licenses to the cloud -- IBM SoftLayer already provides and supports a wide range of Microsoft software, including Windows Server, Hyper-V, WebMatrix, Windows Firewall, SQL Server and others. Now you'll be able to bring your own software licenses to IBM and Microsoft clouds, increasing business agility, accelerating deployments, and drastically reducing costs.

Your .NET developers can build on the IBM cloud platform – This is big. Microsoft and IBM will provide .NET runtimes, along with relevant tooling, in IBM Bluemix, opening the door for millions of .NET developers to build applications at scale on IBM's cloud platform. Watch for a limited preview offering of .NET operating within [Bluemix](#).

Access to IBM PureApplication Solutions – Coming! [IBM PureApplication Solutions](#) will be available on both Microsoft Azure and IBM SoftLayer for automated deployment, configuration and license management in a hybrid cloud environment. IBM software will be delivered via Azure Virtual Machines for development and production.

Upcoming Webinars -- We'll be discussing the implications in far greater detail on our continuing Webinar series. My colleague Senthil just completed our November Webinar on the

["Cloud OS"](#) last week. Please watch the recording as it was very informative. In December, I will be discussing OneDrive for Business and recent announcements. Our January Webinar will be about the IBM/Microsoft partnership, with plenty of time for Q&A.

Everyone at Lighthouse is very excited about the opportunities this partnership will generate. But don't feel you have to wait until January to get more information. Just contact your xxxxxxx.

Comment [SW1]: Colm, don't forget to fill in.
Ta. SW